

Message Text

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PAGE 01 DOHA 00055 160832Z

ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W

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R 160500Z JAN 78

FM AMEMBASSY DOHA

TO USDOC WASHDC

INFO SECSTATE WASHDC 3291

UNCLAS DOHA 55

E.O. 11652: N/A

TAGS: BDIS, ENRG, QA, US

SUBJECT: LATE DELIVERY OF PIPELINE VALVES - POSSIBLE TRADE COMPLAINT

1. AMERICAN EMBASSY DOHA HAS BEEN APPROACHED BY MR. JOHN H. NICHOLSON (WHO IS THE PROJECT MANAGER FOR PIPELINES FOR THE DEPT. OF PETROLEUM AFFAIRS -- DPA -- IN THE GOVERNMENT OF QATAR MINISTRY OF FINANCE AND PETROLEUM) WITH A PROBLEM WHICH COULD DEVELOP INTO A TRADE COMPLAINT. DPA HAS ON ORDER FROM THE WHEATLEY COMPANY (ADDRESS IN PARA 6 BELOW) OF TULSA THREE VALVES WHICH ARE NECESSARY FOR COMPLETION OF GAS PIPELINE PROJECTS.

2. WHEATLEY PRO FORMA INVOICES (WHICH COMOFF HAS SEEN) PROMISE 26 WEEK DELIVERY TIME FROM ORDER DATE, BUT AT END OF 26 WEEK PERIOD WHEATLEY EXTENDED DELIVERY DATE. LATEST WHEATXRP ESTIMATE FOR DELIVERY IS MARCH 16, 1978, OR FOUR AND ONE HALF MONTHS LATER.

3. ALMOST ALL OF QATAR'S NEWLY INSTALLED INDUSTRIAL CAPACITY DEPENDS ON HAVING THESE VALVES INSTALLED RPT INSTALLED PRIOR TO MARCH 15, 1978. EMERGENCY LINES COULD BE INSTALLED TO ALLOW INDUSTRIAL PROJECTS TO PROCEED BUT LENGTHY AND COSTLY CHANGEOVER PERIOD WOULD BE INEVITABLE AT SOME LATER DATE.

4. DPA IS IN PROCESS OF CANCELLING ANOTHER ORDER FOR A SIMILAR VALVE FROM WHEATLEY AFTER HAVING INSTALLED OVER-RATED AND MORE EXPENSIVE VALVE DUE TO LATE DELIVERY OF VALVE ORDERED FROM UNCLASSIFIED

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WHEATLEY. WE CAN FORESEE SITUATION IN WHICH PRESENT AND FUTURE ORDERS WOULD BE LOST TO WHEATLEY IF VALVES CANNOT BE DELIVERED IN TIME FOR INSTALLATION. DPA HAS ALREADY NOTIFIED WHEATLEY THAT DPA IS WILLING TO COVER EXPENSE OF AIR SHIPMENT OF VALVES TO QATAR.

5. ACTION: PLEASE CONTACT WHEATLEY AND INFORM FIRM OF CONTENTS THIS TELEGRAM. PLEASE DETERMINE IF ANYTHING CAN BE DONE TO SPEED

UP DELIVERY DATE OF VALVES AND INFORM EMBASSY OF RESULT ASAP.

6. ADDRESS OF U.S. FIRM: MR. BILL GORE, WHEATLEY CO., 3303
CHARLES PAGE ROAD, P.O. BOX 3249, TULSA, OKLAHOMA 74101.
TELEX: 0230-49-2482. TELEPHONE: (918) 587-6731. OR, MR. CHARLES
KUPINSKI, WHEATLEY CO., P.O. BOX 16098, HOUSTON, TEXAS 77027. TELEX
0230-76-2874. TELEPHONE: (713) 691-4481.

7. NICHOLSON ADDRESS: MR. JOHN H. NICHOLSON, DEPT. OF PETROLEUM
AFFAIRS, MINISTRY OF FINANCE AND PETROLEUM, P.O. BOX 2233, DOHA
QATAR, ARABIAN GULF; TELEX: 4233 QATFIN DH, TELEPHONE: 6354
OR 26548.

8. SPECIFICS OF ORDER: VALVES OF 8, 18, AND 24 INCHES TO BE
SUPPLIED BY WHEATLEY COMPANY, WHEATLEY ORDER NO. 40066,
DPA ORDER NUMBER 242/97.
KILLGORE

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NNN

Message Attributes

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